

**AIA Hong Kong**

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Memo

Attn: All Business Partners (For ROs only)

From: Roy Suen

Dept: Partnership Distribution

Date: 9 April 2021

Total page: 1

Subject: **Ref A2021124 - Compensation of EasyGuard Care Essence**

We would like to advise you that the compensation for your company on the new product launch of **EasyGuard Care Essence** is as follows:

Broker Compensation			
Product Category: Critical Illness	• EasyGuard Care Essence		
	Commission (% of Premium)		Compensation Percentage of Commission
	1st Policy Year	2nd Policy Year	3rd – 6th Policy Year
	30%	10%	5%
	As Per Broker Contract		
	Extra 10%	Not Applicable	
	High Issue Age FYC Adjustment	Not applicable	
	FYC Adjustment	Regular Premium - A&H - Critical Illness (Group 4)	

This new compensation shall apply to new business of **EasyGuard Care Essence** submitted to us (until any further notice), and this memo shall be subject to, and read in conjunction with, our Broker's Contract (together with the Schedule of Commission with you).

Should you have any queries, please feel free to contact our colleagues of Brokerage & IFA Services.

Best regards,

Roy Suen
Chief Partnership Distribution Officer